

Message Text

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PAGE 01 TAIPEI 03407 100511Z
ACTION EA-09

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FM AMEMBASSY TAIPEI
TO USDOC WASHDC
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UNCLAS TAIPEI 3407

E.O. 11652: N/A
TAGS: BPRO, TW
SUBJECT: FOREIGN LICENSING OPPORTUNITY: GARBAGE TREATMENT
PLANT: TAIWAN CEMENT ENGINEERING CORPORATION

REF: CCP FY77

1. TAIWAN CEMENT ENGINEERING CORPORATION (TCEC), WHOLLY-OWNED SUBSIDIARY OF TAIWAN CEMENT CORPORATION, WAS ESTABLISHED IN 1973 AND IS CAPITALIZED US\$30 MILLION. IT IS PRIMARILY ENGAGED IN DESIGN, MANUFACTURE, SUPPLY AND INSTALLATION OF COMPLETE PLANTS OR INDIVIDUAL ITEMS OF MACHINERY FOR CEMENT AND RELATED INDUSTRIES. IT HAS ANNUAL SALES OF APPROXIMATELY US\$8 MILLION. THE FIRM NOW CONTEMPLATES DEVELOPING A NEW LINE OF BUSINESS AND SEEKS A LICENSING ARRANGEMENT WITH U.S. FIRMS FOR THE MANUFACTURE OF GARBAGE TREATMENT PLANTS IN TAIWAN.

2. TCEC REPORTEDLY MAINTAINS GOOD CONNECTIONS WITH LOCAL GOVERNMENT AGENCIES AND STATES IT MAY BE INVITED TO BID SEVERAL MULTI-MILLION DOLLAR GARBAGE TREATMENT PROJECTS WITH MAJOR CITY GOVERNMENTS IN TAIWAN. THE TAIPEI CITY GOVERNMENT PLANS TO BUILD TWO 150 TON/DAY GARBAGE TREATMENT PLANTS IN THE FALL OF 1978. SUCCESS IN OBTAINING CONTRACTS FOR THE INITIAL PROJECTS COULD LEAD TO SIGNING OF LONG-TERM CONTRACTS WITH OTHER CITY GOVERNMENTS TO ERECT SIMILAR GARBAGE TREATMENTS PLANTS THROUGHOUT THE
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ISLAND. TCEC INFORMED US THAT SIX JAPANESE FIRMS HAVE EXPRESSED INTEREST IN THIS PROJECT AND HAVE CONTACTED THE TAIPEI CITY GOVERNMENT THROUGH THEIR LOCAL REPRESENTATIVES. HOWEVER, TCEC FEELS IT HAS AN EXCELLENT CHANCE TO OBTAIN THE TAIPEI CITY CONTRACT WITH U.S. LICENSING PACKAGE IN VIEW OF GROC'S CURRENT POLICY TO REDUCE THE ROC'S TRADE DEFICIT WITH JAPAN.

3. INTERESTED U.S. FIRMS SHOULD SEND INQUIRIES TO THE
EMBASSY'S COMMERCIAL SECTION FOR TRANSMITTAL TO THE LOCAL
FIRM FOR ITS REVIEW.
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Message Attributes

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Sent Date: 10-Jun-1977 12:00:00 am
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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